

WHAT IS CLAIMED IS:

1. A method for processing a semiconductor industry pricing decision comprising:
building a case document based on customer information and account sales information;
providing the case document to a case analyzer;
providing internal information to the case analyzer; and
generating a case summary document by the case analyzer.
2. The method of claim 1 further comprising:
making a pricing decision using the case summary document.
3. The method of claim 2 further comprising:
adjusting a database based on the pricing decision.
4. The method of claim 2 further comprising:
adjusting a product price within a range based on the pricing decision.
5. The method of claim 2 wherein the pricing decision is provided to the customer and the account sales.
6. The method of claim 1 wherein the customer information includes a quantity of a product that is needed and a date when the product is needed.
7. The method of claim 1 wherein the account sales information includes a history of price quotes offered to the customer.
8. The method of claim 1 further comprising:
reviewing the case document before providing it to the case analyzer to make a decision whether to provide the case document to the case analyzer.

9. The method of claim 8 wherein the decision is made to provide the case document to the case analyzer whereby regional information is added to the case document before the case document is provided to the case analyzer.
10. The method of claim 9 wherein the regional information includes data on the financial impact of the pricing decision.
11. The method of claim 8 wherein the decision is made not to provide the case document to the case analyzer and that decision is provided to the customer and the account sales.
12. The method of claim 1 wherein the internal information provided to the case analyzer includes market data.
13. A method for processing a semiconductor industry pricing decision comprising:
 - receiving customer order information;
 - providing account sales information that is specific to the customer order information;
 - building a case document based on the customer order information and the account sales information;
 - providing the case document to a case analyzer program;
 - providing internal information to the case analyzer program; and
 - generating a case summary document by the case analyzer program.
14. The method of claim 13 further comprising:
 - making a pricing decision using the case summary document.
15. The method of claim 14 further comprising:
 - adjusting a database based on the pricing decision.
16. The method of claim 14 further comprising:
 - adjusting a product price within a range based on the pricing decision.

17. The method of claim 14 wherein the pricing decision is provided to the customer and the account sales.
18. The method of claim 13 wherein the customer order information includes a quantity of a product that is needed and a date when the product is needed.
19. The method of claim 13 wherein the account sales information includes a history of price quotes offered to the customer.
20. The method of claim 13 further comprising:
reviewing the case document before providing it to the case analyzer program to make a decision whether to provide the case document to the case analyzer program.
21. The method of claim 20 wherein the decision is made to provide the case document to the case analyzer program whereby regional information is added to the case document before the case document is provided to the case analyzer.
22. The method of claim 21 wherein the regional information includes data on the financial impact of the pricing decision.
23. The method of claim 20 wherein the decision is made to not provide the case document to the case analyzer program and that decision is provided to the customer and the account sales.
24. The method of claim 13 wherein the internal information provided to the case analyzer program includes market data.

25. A method for negotiating with a customer in the semiconductor industry comprising:
retrieving customer information from a database;
retrieving negotiation information from a database;
storing the customer information and the negotiation information on a mobile device;
generating a negotiation range based on the customer information and the negotiation information;
negotiating with a customer using the negotiation range and the information stored on the mobile device;
recording negotiation results obtained during negotiations on the mobile device; and
transmitting the negotiation results to a database.
26. The method of claim 25 wherein the customer information includes previously approved price deviations from a standard price for products or services supplied to the customer.
27. The method of claim 25 wherein the negotiation information includes technology information relating to a product or service to be negotiated with a customer.
28. The method of claim 25 wherein the databases are regional and are periodically updated from a centralized database.
29. The method of claim 25 wherein the database that the customer information and the negotiation information are retrieved from is a centralized database.
30. The method of claim 25 wherein the negotiation results are marked for review if they are not within a predetermined approved range.
31. The method of claim 25 further comprising:
updating the databases based on information obtained from the negotiation results.

32. A method for negotiating with a customer in the semiconductor industry comprising:
retrieving from a database previously approved price deviations from a standard price for products or services supplied to a customer;
retrieving negotiation information from a database;
storing the price deviation information and the negotiation information on a mobile device;
generating a negotiation range based on the customer information and negotiation information;
negotiating with a customer using the negotiation range and the information stored on the mobile device;
recording negotiation results obtained during negotiations on the mobile device; and
transmitting the negotiation results to a database.
33. The method of claim 32 wherein the negotiation information includes legal and business information specific to the customer.
34. The method of claim 32 wherein the negotiation information includes a standard price and pricing adjustments relating to a product or service to be negotiated with a customer.
35. The method of claim 32 wherein the databases are regional and are periodically updated from a centralized database.
36. The method of claim 32 wherein the database that the price deviation information and the negotiation information are retrieved from is a centralized database.
37. The method of claim 32 wherein the negotiation results are marked for review if they are not within a predetermined approved range.
38. The method of claim 32 wherein the mobile device generates the negotiation range.

39. The method of claim 32 further comprising:
updating the databases based on information obtained from the negotiation results.
40. A method for negotiating with a customer in the semiconductor industry comprising:
retrieving from a database previously approved price deviations from a standard price for products or services previously supplied to a customer;
retrieving from a database legal and business information specific to the customer;
retrieving from a database a standard price and pricing adjustments relating to a product or service to be negotiated with a customer;
retrieving technology information relating to a product or service to be negotiated with a customer;
storing the retrieved information on a mobile device;
generating a negotiation range based on the information stored on the mobile device;
negotiating with a customer using the negotiation range and the information stored on the mobile device;
recording negotiation results obtained during negotiations on the mobile device; and
transmitting the negotiation results to a database.
41. The method of claim 40 wherein the databases are regional and are periodically updated from a centralized database.
42. The method of claim 40 wherein the databases that information is retrieved from is a centralized database.
43. The method of claim 40 wherein the negotiation results are marked for review if they are not within a predetermined approved range.
44. The method of claim 40 wherein the mobile device generates the negotiation range.

45. The method of claim 40 further comprising:
updating the databases based on information obtained from the negotiation results.